

SANTA ANA DISTRICT OFFICE
FY 2016 LENDER RANKINGS
AS OF 6/30/16



TOP 3 LENDERS

#1 WELLS FARGO BANK, N.A.
335
\$103,974,700

#2 U.S. BANK, N.A.
181
\$46,249,500

#3 JPMORGAN CHASE BANK, N.A.
95
\$19,927,000

Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	WELLS FARGO BANK NATL ASSOC	335	\$103,974,700	\$310,372
2	U.S. BANK NATIONAL ASSOCIATION	181	\$46,249,500	\$255,522
3	JPMORGAN CHASE BANK NATL ASSOC	95	\$19,927,000	\$209,758
4	CDC SMALL BUS. FINAN CORP	74	\$56,401,700	\$762,185
5	COMPASS BANK	52	\$7,893,000	\$151,788
6	COMMUNITY BANK	36	\$31,358,500	\$871,069
7	CELTIC BANK CORPORATION	32	\$10,683,000	\$333,844
8	EAST WEST BANK	28	\$14,204,500	\$507,304
9	MORTGAGE CAP. DEVEL CORP	24	\$31,741,000	\$1,322,542
10	PACIFIC W. CERT. DEVEL CORP	24	\$22,126,000	\$921,917
11	BUSINESS FINANCE CAPITAL	24	\$14,647,000	\$610,292
12	HANA SMALL BUS. LENDING INC.	21	\$11,726,000	\$558,381
13	PACIFIC CITY BANK	20	\$20,456,500	\$1,022,825
14	SEACOAST COMMERCE BANK	20	\$18,665,800	\$933,290
15	CALIFORNIA STATEWIDE CERT. DEV	19	\$17,542,000	\$923,263
16	WILSHIRE BANK	19	\$5,512,500	\$290,132
17	COMERICA BANK	19	\$2,263,000	\$119,105
18	BBCN BANK	17	\$13,199,200	\$776,424
19	CALIFORNIA UNITED BANK	17	\$11,523,000	\$677,824
20	PACIFIC PREMIER BANK	16	\$8,845,500	\$552,844
21	FIRST HOME BANK	16	\$4,176,000	\$261,000
22	PLAZA BANK	15	\$16,016,200	\$1,067,747
23	COMMONWEALTH BUSINESS BANK	15	\$14,819,000	\$987,933
24	BANK OF THE WEST	15	\$14,804,600	\$986,973
25	SOUTHLAND ECONOMIC DEVEL CORP	15	\$13,220,000	\$881,333
26	CITIBANK, N.A.	15	\$5,390,000	\$359,333
27	US METRO BANK	13	\$16,498,400	\$1,269,108
28	LIVE OAK BANKING COMPANY	13	\$13,520,000	\$1,040,000
29	UNITI BANK	13	\$8,659,000	\$666,077
30	STEARNS BK NATL ASSOC	13	\$3,380,500	\$260,038
31	FIRST CHOICE BANK	11	\$9,608,000	\$873,455
32	HANMI BANK	11	\$8,037,000	\$730,636
33	OPEN BANK	10	\$15,567,700	\$1,556,770
34	ZIONS FIRST NATIONAL BANK	10	\$883,000	\$88,300
35	MUFG UNION BANK NATL ASSOC	9	\$5,859,500	\$651,056
36	RABOBANK, NATIONAL ASSOCIATION	9	\$2,377,800	\$264,200
37	PACIFIC ENTERPRISE BANK	8	\$9,453,000	\$1,181,625
38	CAPITAL BANK	8	\$4,715,300	\$589,413
39	GBC INTERNATIONAL BANK	8	\$4,680,500	\$585,063
40	ENTERPRISE FUNDING CORPORATION	8	\$3,306,000	\$413,250
41	KINECTA FCU	8	\$2,447,700	\$305,963

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
42	COMMERCEWEST BANK	8	\$1,450,000	\$181,250
43	COMMUNITY VALLEY BANK	7	\$4,206,000	\$600,857
44	MANUFACTURERS BANK	7	\$1,839,000	\$262,714
45	NEWTEK SMALL BUS. FINANCE INC.	7	\$1,590,000	\$227,143
46	COMMERCIAL BANK OF CALIFORNIA	6	\$7,816,200	\$1,302,700
47	AMPAC TRI-STATE CDC, INC.	6	\$6,074,000	\$1,012,333
48	BANK OF AMERICA NATL ASSOC	6	\$3,453,800	\$575,633
49	HOMESTREET BANK	5	\$7,821,400	\$1,564,280
50	BAY AREA EMPLOYMENT DEVEL CO	5	\$3,598,000	\$719,600
51	BANNER BANK	5	\$2,419,700	\$483,940
52	CENTERSTONE SBA LENDING, INC.	5	\$2,405,600	\$481,120
53	CITY NATIONAL BANK	5	\$1,045,000	\$209,000
54	PREMIER BUSINESS BANK	4	\$9,320,000	\$2,330,000
55	ROYAL BUSINESS BANK	4	\$5,436,000	\$1,359,000
56	CTBC BANK CORP. (USA).	4	\$5,290,000	\$1,322,500
57	RIDGESTONE BANK	4	\$3,871,000	\$967,750
58	INTERNATL CITY BANK NATL ASSOC	4	\$1,200,000	\$300,000
59	CATHAY BANK	3	\$4,647,000	\$1,549,000
60	ADVANTAGE CERT. DEVEL CORP	3	\$1,275,000	\$425,000
61	UMPQUA BANK	3	\$878,000	\$292,667
62	SO CAL CDC	2	\$10,334,000	\$5,167,000
63	CAPITAL ACCESS GROUP, INC.	2	\$2,197,000	\$1,098,500
64	THE BANCORP BANK	2	\$2,183,200	\$1,091,600
65	HOME BANK OF CALIFORNIA	2	\$2,120,000	\$1,060,000
66	PACIFIC WESTERN BANK	2	\$1,958,000	\$979,000
67	FIRST GENERAL BANK	2	\$1,607,600	\$803,800
68	MEADOWS BANK	2	\$1,167,000	\$583,500
69	EVERTRUST BANK	2	\$1,150,000	\$575,000
70	FIRST BANK FINANCIAL CENTRE	2	\$1,081,100	\$540,550
71	SCE FCU	2	\$982,500	\$491,250
72	MISSION VALLEY BANK	2	\$895,800	\$447,900
73	SPIRIT OF TEXAS BANK, SSB	2	\$681,200	\$340,600
74	KEYPOINT CU	2	\$529,500	\$264,750
75	WOORI AMERICA BANK	2	\$497,000	\$248,500
76	UNITED BUSINESS BANK, F.S.B.	2	\$474,500	\$237,250
77	GOLDEN PACIFIC BANK NATL ASSOC	2	\$425,000	\$212,500
78	BANK RHODE ISLAND	2	\$405,000	\$202,500
79	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
80	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
81	MAIN STREET LAUNCH	2	\$323,000	\$161,500
82	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
83	FIRST UTAH BANK	1	\$5,000,000	\$5,000,000
84	FIRST COMMUNITY BANK	1	\$3,739,000	\$3,739,000
85	WALLIS STATE BANK	1	\$3,347,000	\$3,347,000
86	CITIZENS BANK	1	\$2,750,000	\$2,750,000
87	OPUS BANK	1	\$1,980,000	\$1,980,000
88	SOUTH CNTY BANK NATL ASSOC	1	\$1,300,000	\$1,300,000
89	HERITAGE BANK OF COMMERCE	1	\$1,000,000	\$1,000,000
90	FIRST FINANCIAL BANK	1	\$1,000,000	\$1,000,000
91	LCA BANK CORPORATION	1	\$917,000	\$917,000
92	ZIONS BANK, A DIVISION OF	1	\$750,000	\$750,000
93	UNITED COMMUNITY BANK	1	\$655,000	\$655,000
94	SUNWEST BANK	1	\$600,000	\$600,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
95	CALIFORNIA CU	1	\$475,000	\$475,000
96	PARAGON BANK	1	\$428,000	\$428,000
97	HSBC BK USA NATL ASSOC	1	\$350,000	\$350,000
98	TECHNOLOGY CU	1	\$310,000	\$310,000
99	MEGA BANK	1	\$300,000	\$300,000
100	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
101	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
102	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
103	CROSSROADS SMALL BUS. SOLUTION	1	\$150,000	\$150,000
104	PACIFIC COMMERCE BANK	1	\$150,000	\$150,000
105	READYCAP LENDING, LLC	1	\$147,500	\$147,500
106	COMMERCE BANK OF TEMECULA VALL	1	\$106,300	\$106,300
107	E-CENTRAL CU	1	\$54,900	\$54,900
	<i>TOTALS:</i>	<i>1,484</i>	<i>\$778,142,400</i>	<i>\$524,355</i>